



AI Training Prioritization Scorecard

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How to score

This scorecard pairs with [AI in Corporate Training: What Actually Works in 2026](#). It turns the prioritization framework into a working session: score each of the five AI use cases against your constraints, rank the totals, then run the pilot-readiness checklist for the winner.

Before you score anything, name the business problem. Projects that start with "we should be doing something with AI" rarely survive budget season.

Question	Your answer
The business problem this AI investment must solve	
The executive who already cares about this problem	
How the business measures this problem today	

Score every criterion in every table from 1 to 3:

Score (1-3)	What it means
1	Not true for us today, or we do not know
2	Partially true, with real gaps to close
3	True now, no new groundwork needed

Total each table, then rank all five in the summary table. The highest total wins, not the flashiest demo.

Score the five use cases

Use case 1: Content development

Drafting, storyboarding, media generation, and localization, with a designer still in the loop.

Criterion	Ask yourself	Score (1-3)
Business impact	Would faster drafting and localization directly move the problem you named?	
AI policy and governance readiness	Is generative drafting with your source material approved under your AI policy?	

Data readiness	Do you have the source content and subject matter experts a designer needs to verify drafts?
Team capacity	Do you have a designer who owns the analysis, the practice activities, and what to cut?
Measurability	Can you measure production time and content quality before and after?
Total (5-15)	Add the five scores _____

Use case 2: Practice simulations

Unscripted role-play with AI characters, evaluated against criteria the designer defines.

Criterion	Ask yourself	Score (1-3)
Business impact	Does your named problem involve high-stakes conversations or decisions people currently fail?	
AI policy and governance readiness	Is sending learner responses to an AI system approved under your policy?	
Data readiness	Can you define one specific scenario and the evaluation criteria for it?	
Team capacity	Can someone build the scenario and rubric and embed it in an existing course?	
Measurability	Can you put transcripts and rubric scores next to an operational metric?	
Total (5-15)	Add the five scores _____	

Use case 3: Assessment and feedback

AI scoring of open responses and performance, with immediate coaching.

Criterion	Ask yourself	Score (1-3)
Business impact	Does your named problem require scoring open-ended work at a scale humans cannot match?	
AI policy and governance readiness	Are AI scores approved to influence anyone's record, certification, or reviews?	
Data readiness	Do you have defined rubrics, or the expertise to write them?	
Team capacity	Can your team test evaluator accuracy instead of assuming it?	

Measurability	Can you verify AI scores against human review before they count?
Total (5-15)	Add the five scores _____

Use case 4: Personalization

Adaptive paths, recommendations, and skills-based curation of existing content.

Criterion	Ask yourself	Score (1-3)
Business impact	Would better sequencing of content you already have move the problem?	
AI policy and governance readiness	Is using learner profile and behavior data for recommendations approved?	
Data readiness	Do you have enough tagged content and skills data to recommend from?	
Team capacity	Can someone maintain the curation as content and roles change?	
Measurability	Can you tie recommendations to an outcome, not just clicks?	
Total (5-15)	Add the five scores	_____

Use case 5: Learning analytics

Skills intelligence, trend detection, and gap analysis on the evidence you collect.

Criterion	Ask yourself	Score (1-3)
Business impact	Does your named problem hinge on a measurement question nobody can answer today?	
AI policy and governance readiness	Is aggregating and analyzing learner data approved under your policy?	
Data readiness	Do you collect rich evidence (transcripts, rubric scores), or only completions?	
Team capacity	Is there someone with time and authority to act on the findings?	
Measurability	Have you written the measurement question down before buying a dashboard?	
Measurability check	Would this answer a question you defined up front, or decorate a report?	
Total (5-15)	Add the first five scores	_____

Scoring tip

A 1 on governance readiness is not a reason to inflate other scores. It is information. If governance scores low everywhere, skip to the callout at the end of this scorecard.

Rank your results

Carry each total over, then rank from highest to lowest.

Use case	Total (5-15)	Rank (1-5)
Content development		
Practice simulations		
Assessment and feedback		
Personalization		
Learning analytics		

If two use cases tie, pick the one with the higher measurability score. You will need to show the pilot worked before anyone funds the expansion.

Pilot-readiness checklist for your top pick

One use case, one audience, one measurable outcome, defined before you start. Do not start the pilot until every box is checked.

My top-ranked use case	My target pilot start date

- ☐ **Sponsor.** An executive who owns the business problem has agreed to sponsor the pilot by name.
- ☐ **Success metric.** One measurable outcome is defined before the pilot starts, not reverse-engineered after.
- ☐ **Learner group.** One specific audience is named. "Everyone" is not a pilot audience.
- ☐ **Security review.** Security has three answers in writing: where the data is stored, whether models are trained on it, and how long it is retained.
- ☐ **90-day timeline.** The scope is small enough to ship and produce evidence within 90 days.

When the 90 days end, decide with evidence. If the pilot moved the metric, expand it. If it did not, you spent one quarter learning what many organizations spend two years and a platform contract learning.

If you have no AI policy, clarify governance first

If governance readiness scored 1 on every table, your first AI investment is not a tool. It is the policy. Until legal and IT have answered what data can go into which systems, every pilot you run is either blocked or a liability. Start the governance conversation before the procurement one, then rescore this page.

Have any questions? Email me at devlin@devlinpeck.com